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Message Text

UNCLASSIFIED POSS DUPE

PAGE 01 BELGRA 00144 120953Z

11
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
---------- 057424
R 120923Z JAN 76
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
INFO SECSTATE WASHDC 5208

UNCLAS BELGRADE 144

E.O. 11652: NA
TAGS: BFOL YO
SUBJ: PRIVATE TRADE INVESTMENT OPPORTUNITY -- SPECIAL HANDLING

SUMMARY: YUGOSLAV MANUFACTURING ENTERPRISE SEEKS TECHNOLOGY, EQUIPMENT (2-1/2 MILLION DOLLARS) AND EXPERTISE IN THE CONSTRUCTION OF A SIX MILLION DOLLAR PLANT TO PRODUCE GASKETS AND GASKET MATERIALS. ACTION REQUESTED. SINCE ENTERPRISE WOULD PREFER JOINT VENTURE, BUT WOULD ALSO CONSIDER DIRECT SALES OR LICENSING OFFERS, EMBASSY RECOMMENDS DISSEMINATION OF FOLLOWING INFORMATION, PRESENTED IN PTO FORMAT, UNDER BOTH TRADE AND INVESTMENT OPPORTUNITY PROCEDURES. END SUMMARY.
1. 479/01/P0007
2. 1/08/76
3. WMONTGOMERY
4. 479 YUGOSLAVIA
5. M
6A. REPLY TO--
6B. ING. ZIVOTA PAVLOVIC, DIPL. MASINSKI INZENJER
6C. JUGOAZBEST
P.O. BOX 100
RASKA VUKADINOVICA 5
11000 BEOGRAD
7. TELEX: 11501 YU AZBEST TELEPHONE: 011/821-075
8. --
9. 104
9A. DIRECT SALE TO END-USER OF EQUIPMENT AND TECHNOLOGY PREFERABLY IN THE FORM OF A JOINT VENTURE.
10. 9913399-2500. TECHNOLOGY, KNOW-HOW AND EQUIPMENT FOR THE
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MANUFACTURE OF GASKETS AND GASKET MATERIALS FOR INTERNAL COMBUSTION ENGINES (BOTH GASOLINE AND DIESEL).

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JUGOAZBEST PLANS A PRODUCTION CAPACITY OF 300 METRIC TONS
ANNUALLY OF THE FOLLOWING GASKET MATERIALS (SIC 32932) FOR GASOLINE
AND DIESEL INTERNAL COMBUSION ENGINES:
IT-200 BY DIN 3754,
IT-300 BY DIN 3754,
IT-C BY DIN 3754,
IT-O BY DIN 3754, AND
COBRITOL W.
IN THE SAME PLANT, THEY WANT A TOTAL ANNUAL CAPACITY OF 1,500,000
PIECES OF GASKETS FOR HEADS, CYLINDERS AND EXHAUST PIPES OF
INTERNAL COMBUSION ENGINES. THESE WOULD BE FOR VARIOUS PASSENGER CARS
,
TRUCKS AND BUSES.
JUGOAZBEST WOULD PREFER A JOINT VENTURE WITH THE FOREIGN PARTNER
INVESTING AS MUCH AS 49 PERCENT IN TECHNOLOGY AND EQUIPMENT. HOWEVER,
THEY WILL ENTERTAIN OFFERS OF A DIRECT SALE AND LICENSING
OPPORTUNITIES AS WELL. THE VALUE OF THE PLANT AS A WHOLE IS
ESTIMATED AT $6 MILLION WITH THE FOREIGN CONTENT TO BE PURCHASED
HAVING AN ESTIMATED COST OF $2-1/2 MILLION.
JUGOAZBEST IS A MEDIUM-SIZED COMPANY WITH 670 EMPLOYEES AND SALES
OF ABOUT 6 MILLION DOLLARS IN 1974. ITS MARKETING TERRITOY
INCLUDES WEST GERMANY, FRANCE, ITALY, ENGLAND, AND ALL EAST
EUROPEAN COUNTRIS. IT CURRENTLY USES DUPONT'S TECHNOLOGY FOR
THE MANUFACTURE OF PTFE (POLY-TETRA-PHENO-ETHYLENE). ENGLISH IS
ACCEPTABLE FOR CORRESPONDENCE WITH THEM.
11. CRITERIA A.
SILBERMAN

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NNN

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Disposition Authority: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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TAGS: BFOL, YO
To: COM
Type: TE
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